

Message Text

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PAGE 01 BELGRA 00003 031045Z

17

ACTION EUR-12

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FM AMEMBASSY BELGRADE

TO USDOC WASHDC

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AMCONSUL ZAGREB

UNCLAS BELGRADE 0003

E.O. 11652: N/A

TAGS: BEXP YO

SUBJ: PRODUCT OPPORTUNITY: ROCKWOOL PRODUCTION EQUIPMENT FOR UNION-
INVEST.

SUMMARY: MAJOR YUGOSLAV ENGINEERING AND CONSTRUCTION ENTERPRISE SEEKS

ESTIMATED ONE MILLION DOLS WORTH OF EQUIPMENT, TOGETHER WITH
KNOW-HOW AND ENGINEERING, TO PRODUCE STRUCTURAL ROCKWOOL INSULATION.
FOLLOWING INFO FOLLOWS PTO FORMAT: END SUMMARY

1. 479/01/P0009

2. 123074

3. WJWALLER

4. 479 YUGOSLAVIA

5. MAY - CONSOLIDATED ENGINEERING, DESIGN AND CONSTRUCTION
ENTERPRISE - A SUBSIDIARY REPRESENTS FOREIGN COMPANIES.

6A. REPLY TO --

6B. MR. ISMET BRKIC, DIRECTOR GENERAL

6C. UNIONINVEST

BEOGRADSKA 1

71000 SARAJEVO

7. CABLE: UNIONINVEST SARAJEVO, TEL: 071/36-966

8. CO. REF: WTDR SEPT 72 (ALSO SEE PARA 10 BELOW).

9. 101

10. 9913-32961 - 1000. ENGINEERING, KNOW-HOW AND EQUIPMENT TO
PRODUCE ANNUALLY 5,000 TONS FLAT AND 5,000 TONS
OTHER TYPES ROCKWOOL THERMAL AND ACCOUSTIC

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STRUCUTRAL INSULATION. COST: FOREIGN CONTENT

ESTIMATED AT FIFTY PERCENT OF TWO MILLION
DOLS FACTORY.

YUGOSLAV ENTERPRISE WILL ALSO CONSIDER JOINT
VENTURE PROPOSAL WITH FOREIGN PARTICIPATION UP
TO 49-PERCENT IN EQUIPMENT AND KNOW-HOW. FACTORY
TO BE SITUATED IN FAVORABLE LOCATION NEAR SARAJEVO,
YUGOSLAVIA. ALL RAW MATERIALS AVAILABLE
LOCALLY. ESTIMATED GROSS SALES: \$3-5 MILLION
ANNUALLY. POSSIBILITY MIGHT ALSO EXIST FOR
COOPERATION IN THIRD - COUNTRY SALES.

UNIONINVEST, ONE OF YUGOSLAVIA'S LARGEST FIRMS,
IS AN EXCELLENT TRADE CONTACT. IT IS A
CONSOLIDATED ENTERPRISE SPECIALIZING IN
ENGINEERING, DESIGN AND CONSTRUCTION.
IT HAS 12 OPERATING DIVISIONS WHICH
IN ADDITION TO PERFORMING ENGINEERING AND
CONSTRUCTION AT HOME AND ABROAD, PRODUCE HEATING
COOLING AND VENTILATION EQUIPMENT, CONSTRUCTION
SUPPLIES, PLASTIC PIPES AND PRODUCTS.
ENVIRONMENTAL CONTROL EQUIPMENT AND OTHER MACHINERY.
IT EMPLOYS MORE THAN 4,000 WORKERS AND HAD
OPERATING REVENUES OF OVER \$45 MILLION IN 1973.
TOON

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